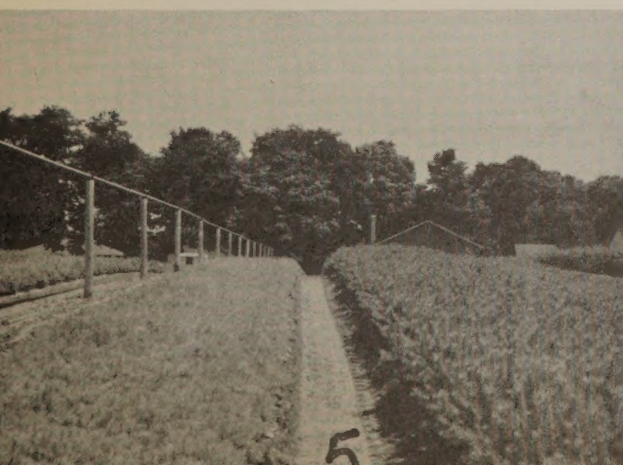




THE FIELD PICTURES AT LEFT SHOW THE STOCK AT A FEW SPOTS IN OUR TWO NURSERY AREAS.

1. Brown's Yew XX, 8" to 12"

Smaller trees will not be in the grade.

2. Hicks Yew XX, 14" to 16"

The bed to the left and the two beds to the right are cutting rooted Yew material now grown two years; will be grown a third year and offered 1963-64.

3. Densiformis Yew XX, 8" to 12"

At upper left in this picture — see arrows — are beds of Color Selected Colorado Blue Spruce, XX, 10-15 in.; many green trees still remained to be rogued out when picture was taken.

4. A very small section of two 600' beds of Hicks, Densiformis and Hatfield Yews, cutting grown, 3 yrs. in the bed. These three varieties and grade sizes are illustrated over-page at top.

5. Typical seed bed picture; center left Concolor Fir, right Auvergne Scotch, corners upper left and right are both Douglas Fir Taxifolia glauca. Altogether, in seedlings only, we offer 35 beds of 3 year stock in the varieties and size grades listed on the opposite page. The beds are 300 ft. to 600 ft. long. Many hundreds of growers know their quality.

THIS SEASON WE OFFER THREE FIRS.

Douglas Fir, taxifolia glauca, the tree with the bluish color cast, in 3 grades. If you want the biggest size, 8" to 12", we suggest fall order for sure.

Concolor Fir and Balsam Fir, the first we've offered in these varieties in some years. These varieties do best in the field if first transplanted 2 years in nursery beds.

SEEDLING GROWN UPRIGHT YEW — Capitata

These we offer this season in twice transplanted sizes only.

Next Year, 1963-64, we'll offer a strong stock of once transplanted material, probably in two grade sizes ranging from a 6" or 8" minimum to a 14" or 15" maximum. They already show they'll be well developed in both top and root.

SEEDLINGS, all in 3-0 grades, are of quality comparable to past seasons. Some are heavier. Most beds were under-cut to retard tallness and improve fiber root growth. This fall we are in good supply.

IN TWICE TRANSPLANTED STOCK — YEW AND SELECT BLUES

Most of it is ready to sell now, potted at your nursery.

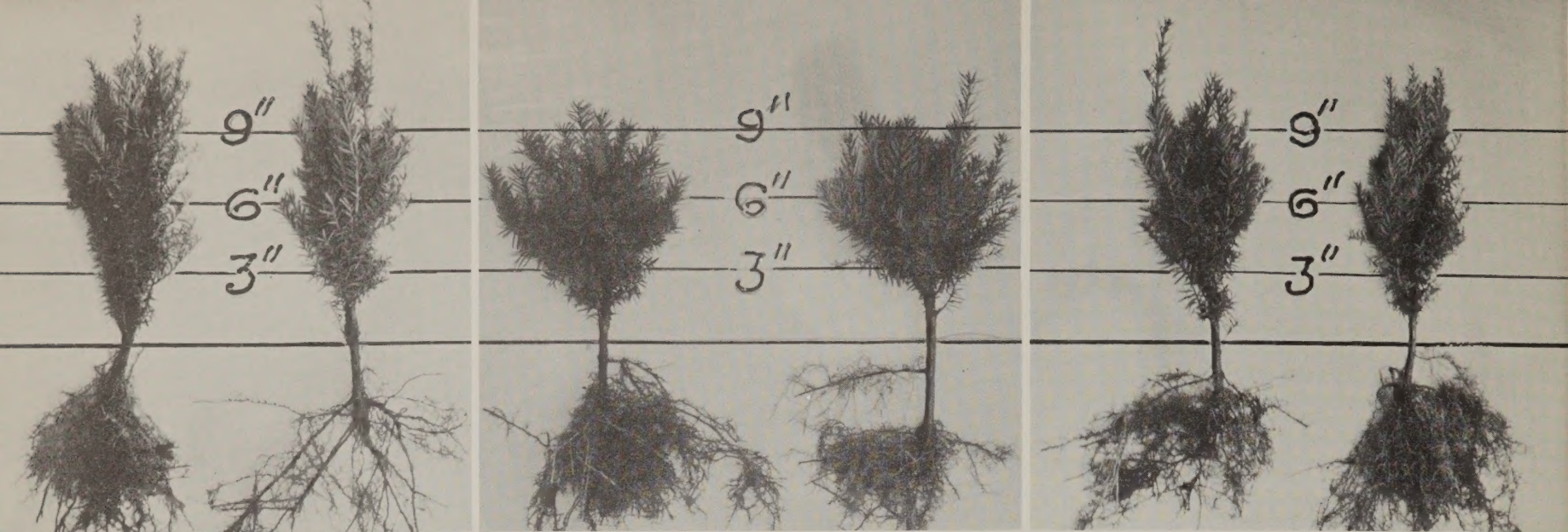
All of it is heavy strong material that will grow well transplanted — 2 to 4 years to top quality B & B stock.

TELEPHONES

123 office, open normal business hours.

732 field office: when no attendant, reply is by answering record day or night. **YOUR CALL, SO ANSWERED, WILL BE PAID HERE.** Listen to recorded answer; after dial tone tell your name, address telephone number and give your message. We'll call you back as soon as we can.

899 or 1062 for night calls.



Hicksi X, 10 to 14 in.

Densiformis X, 6 to 8 in.

Hatfield X, 8 to 12 in.

Here are shown the three varieties of Yews, once transplanted, grown three years from rooted cuttings. Two each pictured for better average size, representative trees.

RETURN REQUESTED

U. S. DEPARTMENT OF AGRICULTURE

OCT 19 1962

RECEIVED

NATIONAL AGRICULTURAL LIBRARY

BULK RATE
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Harbor Springs
Michigan
Permit No. 7

A Grade and Price Change
In Seedling-Grown, XX Yews
Shown on pages 1 and 2.

MATTHEWS NURSERY
Wholesale Nursery Stock — Christmas Trees
Harbor Springs, Michigan

SCOTCH PINE CHRISTMAS TREES

Green to blue in color

Many-times-sheared, full, well shaped trees.

Each year adds tree quality by:

Better shearing practice,
Time to gain desired market size,
Developing pleasing fullness,

All trees individually tied on the field where they grew; loaded there by elevator, hauled from there direct to you. All for better tree condition on your lot.

You are invited to come see them to better judge the quality you'll be selling.

Ask for Christmas Tree Bulletin.



Tel. 123, or 732

CHRISTMAS TREES

Cross out One

Purchase Order No.

Shipping Address

Ship Via

All shipments by Express, shipping charges collect, unless otherwise stated

BE SURE SHIPPING INSTRUCTIONS ARE COMPLETE AND CORRECT

TAXUS CUSPIDATA CAPITATA

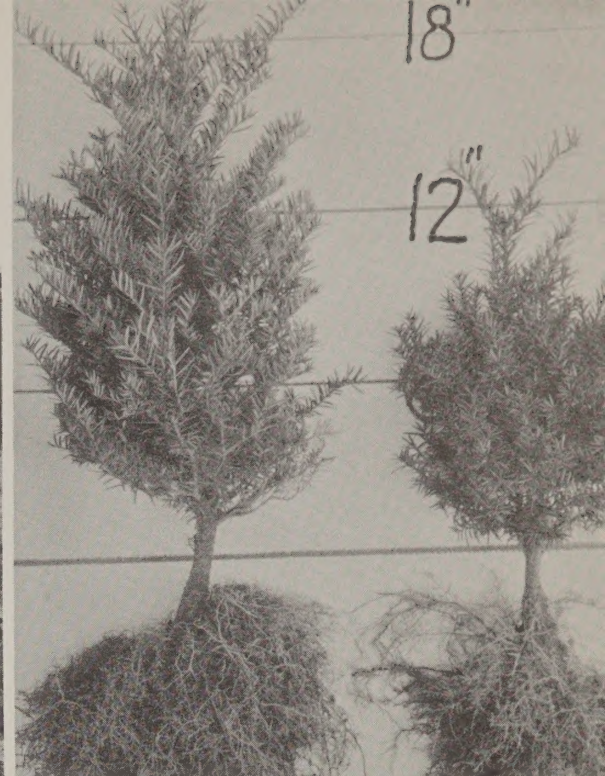
TWICE TRANSPLANTED SEEDLING GROWN YEW

9 YEARS OLD MANY TIMES SHEARED

Grade and Price
REVISED
ON THESE YEW
for your economy
and for ours



the seven beds of stock offered.



two average trees - XX, 12 to 18 ins.

The new grades are shown in the top two items overpage.

The smaller grade, XX, 8 to 12 in., now listed, is for **SPRING DELIVERY ONLY**.

Since the left above picture was taken this stock has had a good summer-fall growth. The two grades XX, 12 to 18 in. and XX, 8 to 12 in. will include most of the stock in these beds.

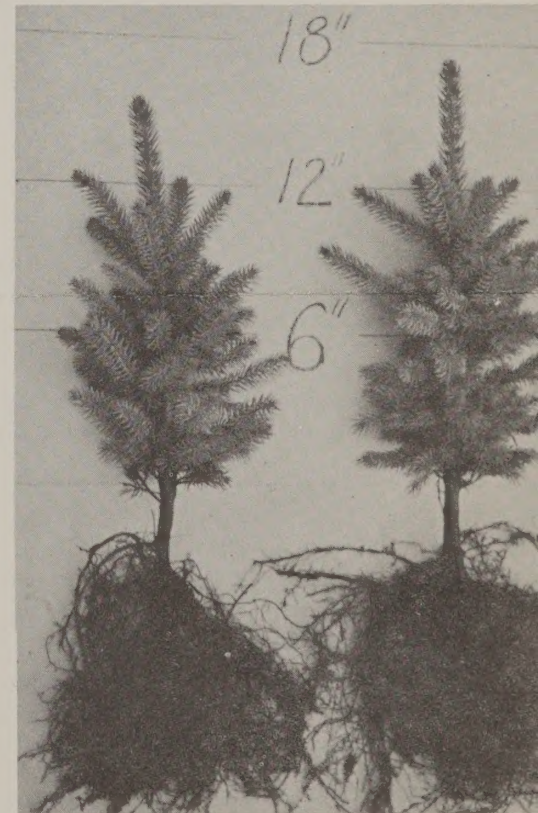
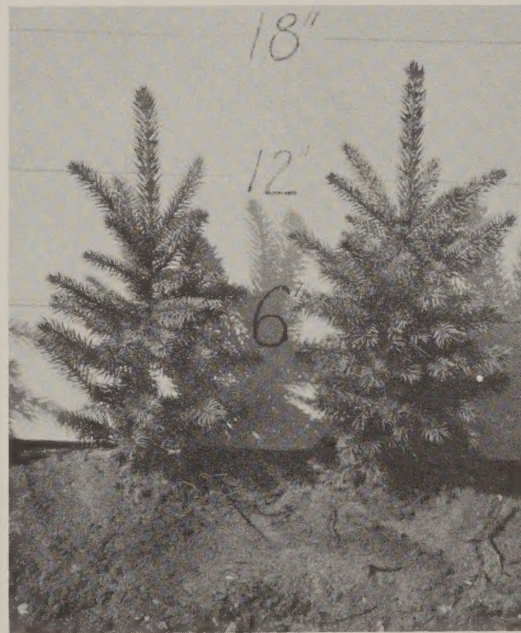
OUR HEAVIEST UPRIGHT YEW OFFERING EVER.

COLOR SELECTED COLORADO BLUE SPRUCE XX, 10 - 15 in.

At this point 75% to 80% of the color rogueing has been done; at digging time there'll be a final careful grading.



Above left, the seven beds of stock offered.



A pair of trees are shown: center, growing in a bed;
and at right, the same trees after digging to show roots.

All emphasis has been put on color selection. Having color, then shape, density and size can be developed in further growing. A big percentage — possibly half — of the trees shipped will not be as fully branched and well shaped as the pair pictured above. Many will be bigger, a few will be even fuller and better. There will be abundant fiber roots on all of them.

In color they are all blue. They are definitely not all steel blue shiners, but in varying shades of blue.

To develop the grade several truck loads, an estimated more than 2/3 of the planted trees, were pulled.

This is our attempt to develop a special and dependable blue grade acceptable to the trade.

NORTHERN GROWN STOCK WILL GROW WELL FOR YOU

IN LANDSCAPE TYPE STOCK this season we offer Yews in good variety with strong stock in twice transplanted grades, most items illustrated. Also offered are three varieties once transplanted.

CHRISTMAS TREES

The market is strong for top quality Christmas Trees.

SCOTCH PINE, FIRS AND SPRUCES, properly sheared, sprayed and handled find ready buyers at very fair prices.

There is profit in a well run Christmas tree operation. Our planting stock in good varieties is grown with good root and top for field growing.

SCOTCH PINE

Auvergne, so-called French Blue, have a good reputation for color. In our own fields we've found Riga gives a fine color, too. Both grow a good stem, trunk and body; they bud well when sheared.

DOUGLAS FIR

CONCOLOR FIR

These firs offer a great future in Christmas Tree growing.

More years to grow them. Well worth the greater time.

In Douglas Fir - only taxifolia glauca with its bluish color cast.

Concolor Fir always has its glaucous color.

WELL ROOTED PLANTING STOCK IN GOOD VARIETY COSTS LESS IN THE LONG RUN.

QUALITY SEEDLINGS — TRANSPLANTED LINERS

PRELIMINARY LIST

FALL 1962 — SPRING 1963

TRANSPLANTS

	Per 100	Per 1000
Taxus Cuspidata Capitata XX, 12 to 18 ins.	\$ 75.00	\$700.00
Taxus Cuspidata Capitata XX, 8 to 12 ins. 9 yrs. old and many times sheared	45.00	400.00
Taxus Hiski XX, 14 to 16 ins.	75.00	
Taxus Hicksi X, 10 to 14 ins.	45.00	400.00
Taxus Browni XX, 8 to 12 ins.	75.00	
Taxus Densiformis XX, 8 to 12 ins.	75.00	
Taxus Densiformis X, 6 to 8 ins.	45.00	400.00
Taxus Hatfield XX, 14 to 16 ins.	75.00	
Taxus Hatfield X, 8 to 12 ins.	45.00	400.00
Pyramidal Arborvitae X, 12 to 16 ins.	45.00	
White Spruce X, 10 to 14 ins.	14.00	
Norway Spruce 3-1, 6 to 12 ins.	10.00	40.00
White Spruce 3-1, 6 to 12 ins.	10.00	40.00
Colorado Blue Spruce 3-1, 5 to 10 ins.	10.00	40.00
Colorado Blue Spruce, Color Selected XX, 10 to 15 in.	150.00	

SEEDLINGS

	Per 100	Per 1000	Per 1000 in 5000 lots
Colorado Blue Spruce 3-0, 5 to 10 ins.	\$6.00	\$24.00	\$20.00
White Spruce 3-0, 6 to 12 ins.	6.00	24.00	20.00
Norway Spruce 3-0, 6 to 12 ins.	6.00	24.00	20.00
Black Hills Spruce 3-0, 5 to 10 ins.	6.00	24.00	20.00
Douglas Fir 3-0, 8 to 12 ins.	8.00	35.00	32.50
Douglas Fir 3-0, 4 to 12 ins.	6.00	26.00	24.00
Douglas Fir 3-0, 4 to 8 ins.	6.00	24.00	22.00
Concolor Fir 3-0, 3 to 8 ins.	8.00	40.00	37.50
Balsam Fir 3-0, 2 to 5 ins.	7.00	35.00	32.50
White Pine 3-0, 3 to 8 ins.	7.00	30.00	27.50
Norway Pine 3-0, 3 to 8 ins.	6.00	26.00	24.00
Scotch Pine, Auvergne 3-0, 6 to 12 ins.	5.00	18.00	15.00
Scotch Pine, Polish Riga 3-0, 6 to 12 ins.	5.00	18.00	15.00
Austrian Pine 3-0, 6 to 12 ins.	5.00	18.00	
Mugho Pine, Tyrolean 3-0, 2 to 4 ins. (top sheared)	7.00	40.00	35.00

Minimum order \$10; seedlings 50, transplants 10. 50 at 100 rate, 500 at 1,000 rate, 5,000 at 10,000 rate.

One third with order, please; balance before shipment; 30 days to establish credit.

5% Discount for cash with fall orders; or for spring orders paid in full December 10, 1962.

MATTHEWS NURSERY

Telephones 123 or 732

Harbor Springs, Michigan